

1998 Professional Telephone Fundraising Report

PAID SOLICITOR	CHARITABLE ORGANIZATION	TOTAL REVENUE COLLECTED	FEES, SALARIES AND COMMISSIONS	OTHER EXPENSES	AMOUNT TO CHARITY	NATIONAL OR STATE AMOUNTS	% OF TOTAL REVENUE TO CHARITY
Amer. Trade & Convention Pub	AmVets National Service Foundation	\$ 2,894,708.40	\$ 2,458,393.61	\$ 101,314.79	\$ 335,000.00	National	11.6%
	International Law Enforcement	\$ 20,869.00	\$ 17,034.23	\$ 834.77	\$ 3,000.00	National	14.4%
	Veterans Assist Foundation, Inc.	\$ 335,184.26	\$ 273,452.77	\$ 11,731.45	\$ 50,000.04	National	14.9%
	TOTAL	\$ 3,250,761.66	\$ 2,748,880.61	\$ 113,881.01	\$ 388,000.04		11.9%
	AVERAGE	\$ 1,083,587.22	\$ 916,293.54	\$ 37,960.34	\$ 129,333.35		
AmeriCom Group, Inc.	Multiple Sclerosis Assn of America	\$ 564,901.00	\$ 90,229.00	\$ 372,043.00	\$ 102,629.00	National	18.2%
	Multiple Sclerosis Assn of America	\$ 528,762.00	\$ 139,996.00	\$ 311,604.00	\$ 77,162.00	National	14.6%
	SADD, Inc.	\$ 2,487,614.00	\$ 648,749.09	\$ 1,443,989.91	\$ 394,875.00	National	15.9%
	TOTAL	\$ 3,581,277.00	\$ 878,974.09	\$ 2,127,636.91	\$ 574,666.00		16.0%
	AVERAGE	\$ 1,193,759.00	\$ 292,991.36	\$ 709,212.30	\$ 191,555.33		
DialAmerica Marketing Inc	National Alliance of Breast Cancer Orgs	\$ 308.00	\$ -	\$ -	\$ 308.00	State	100.0%
	Leukemia Society of America	\$ 9,174.00	\$ -	\$ -	\$ 9,174.00	State	100.0%
	Mothers Against Drunk Driving	\$ 203,501.00	\$ -	\$ 142,451.00	\$ 61,050.00	State	30.0%
	Mothers Against Drunk Driving	\$ 5,900.00	\$ -	\$ -	\$ 5,900.00	State	100.0%
	National Childrens' Cancer Society, Inc.	\$ 302.00	\$ -	\$ -	\$ 302.00	State	100.0%
	South Dakota Special Olympics	\$ 140,648.00	\$ -	\$ 123,067.00	\$ 17,581.00	State	12.5%

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	TOTAL	\$ 359,833.00	\$ -	\$ 265,518.00	\$ 94,315.00		26.2%
	AVERAGE	\$ 59,972.17	\$ -	\$ 44,253.00	\$ 15,719.17		
Facter Direct LTD	American Forests	\$ 4,025.00	\$ 3,296.35	\$ 2,309.71	\$ (1,581.06)	National	-39.3%
	Anti-Defamation League B'Nai B'rith	\$ 766,507.00	\$ -	\$ 575,526.51	\$ 190,980.49	National	24.9%
	Children's Defense Fund	\$ 35,042.00	\$ -	\$ 17,044.20	\$ 17,997.80	National	51.4%
	Citizens Against Government Waste	\$ 104,551.00	\$ 44,310.89	\$ 31,048.29	\$ 29,191.82	National	27.9%
	Empower America	\$ 14,635.00	\$ 13,658.18	\$ 9,570.17	\$ (8,593.35)	National	-58.7%
	Greenpeace, Inc.	\$ 1,320,279.00	\$ 535,876.46	\$ 375,484.37	\$ 408,918.17	National	31.0%
	Human Rights Campaign, Inc.	\$ 127,395.00	\$ 8,392.17	\$ 5,880.32	\$ 113,122.51	National	88.8%
	Metropolitan Museum of Art	\$ 311,325.00	\$ 106,571.33	\$ 74,673.67	\$ 130,080.00	National	41.8%
	Natural Resources Defense Council	\$ 502,640.00	\$ -	\$ 420,578.96	\$ 82,061.04	National	16.3%
	Planned Parenthood Action Fund, Inc.	\$ 114,536.00	\$ 27,440.99	\$ 19,227.67	\$ 67,867.34	National	59.3%
	Planned Parenthood Fed of America	\$ 2,166,042.00	\$ 562,358.92	\$ 394,040.41	\$ 1,209,642.67	National	55.8%
	Planned Parenthood Fed of America	\$ 285,244.00	\$ 78,384.03	\$ 54,923.08	\$ 151,936.89	National	53.3%
	Sierra Club	\$ 403,269.00	\$ -	\$ 262,828.00	\$ 140,441.00	National	34.8%
	The Planetary Society	\$ 105,912.00	\$ -	\$ 120,496.53	\$ (14,584.53)	National	-13.8%
	US Committee for UNICEF	\$ 92,856.00	\$ 35,219.13	\$ 24,677.75	\$ 32,959.12	National	35.5%
	TOTAL	\$ 6,354,258.00	\$ 1,415,508.45	\$ 2,388,309.64	\$ 2,550,439.91		40.1%
	AVERAGE	\$ 423,617.20	\$ 94,367.23	\$ 159,220.64	\$ 170,029.33		

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Great Lakes Communications	Father Flanagan's Boys' Home	Solicitor Failed to Submit a Report					
	Natl Abortion & Repro Rights Action	Solicitor Failed to Submit a Report					
	Natl Parks & Conservation Assn	Solicitor Failed to Submit a Report					
	National Trust for Historic Preservation	Solicitor Failed to Submit a Report					
	Sierra Club	Solicitor Failed to Submit a Report					
	US Committee for Unicef	Solicitor Failed to Submit a Report					
Harris O'Malley Marketing, Inc.	American Farmland Trust	\$ 18,868.00		\$ 22,317.50	\$ (3,449.50)	National	-18.3%
	Center for Marine Conservation	\$ 1,775.00	\$ -	\$ 1,519.38	\$ 255.62	National	14.4%
	Defenders of Wildlife	\$ 61,711.00	\$ 69,797.10	\$ -	\$ -	National	0.0%
	Physicians Social Responsibility	\$ 13,678.00	\$ -	\$ 9,909.00	\$ 3,769.00	National	27.6%
	Sierra Club	\$ 71,461.50	\$ 49,284.34	\$ -	\$ 22,177.16	National	31.0%
	TOTAL	\$ 167,493.50	\$ 119,081.44	\$ 33,745.88	\$ 22,752.28		13.6%
	AVERAGE	\$ 33,498.70	\$ 29,770.36	\$ 6,749.18	\$ 4,550.46		
Infocision Management Cor	American Bible Society	\$ 1,302.00	\$ -	\$ 969.56	\$ 332.44	State	25.5%
	American Center for Law & Justice	\$ 17,977.15	\$ -	\$ 9,752.28	\$ 8,224.87	State	45.8%
	American Institute Cancer Research	\$ 460.00	\$ -	\$ 402.40	\$ 57.60	State	12.5%
	Arthritis Foundation	\$ 816.00	\$ -	\$ 361.02	\$ 454.98	State	55.8%

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	Arthritis Foundation Dakota's Chapter	\$ 1,160.00	\$ -	\$ 575.12	\$ 584.88	State	50.4%
	Christian Coalition	\$ 7,923.78	\$ -	\$ 5,134.71	\$ 2,789.07	State	35.2%
	Food for the Poor	\$ 160.00	\$ -	\$ 130.74	\$ 29.26	State	18.3%
	International Bible Society	\$ 160.00	\$ -	\$ 120.99	\$ 39.01	State	24.4%
	Internat'l Lutheran Laymen's League	\$ 11,062.00	\$ -	\$ 6,912.01	\$ 4,149.99	State	37.5%
	Just Say No International	\$ 3,165.00	\$ -	\$ 2,019.13	\$ 1,145.87	State	36.2%
	Juvenile Diabetes Foundation Internat	\$ 150.00	\$ -	\$ 77.20	\$ 72.80	State	48.5%
	Mothers Against Drunk Driving	\$ 43,058.50	\$ -	\$ 11,506.52	\$ 31,551.98	State	73.3%
	National Audubon Society	\$ 70.00	\$ -	\$ 66.89	\$ 3.11	State	4.4%
	National Right to Life Committee	\$ 30,213.59	\$ -	\$ 14,760.60	\$ 15,452.99	State	51.1%
	Prison Fellowship Ministries	\$ 2,344.62	\$ -	\$ 1,216.49	\$ 1,128.13	State	48.1%
	US English	\$ 940.00	\$ -	\$ 328.29	\$ 611.71	State	65.1%
	World Wildlife Fund	\$ 1,545.00	\$ -	\$ 837.36	\$ 707.64	State	45.8%
	TOTAL	\$ 122,507.64	\$ -	\$ 55,171.31	\$ 67,336.33		55.0%
	AVERAGE	\$ 7,206.33	\$ -	\$ 3,245.37	\$ 3,960.96		
J&K Marketing	Pennington County Search & Rescue	\$ 62,128.00	\$ 30,579.35	\$ 9,800.35	\$ 21,748.30	State	35.0%
	TOTAL	\$ 62,128.00	\$ 30,579.35	\$ 9,800.35	\$ 21,748.30		35.0%
	AVERAGE	\$ 62,128.00	\$ 30,579.35	\$ 9,800.35	\$ 21,748.30		

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KCET/DIMAC Communications	Common Cause	\$ 30,769.00	\$ 9,772.00	\$ 1,123.58	\$ 19,873.42	National	64.6%
	National Abortion & Repro Rights Action	\$ 54,701.00	\$ 28,500.00	\$ -	\$ 26,201.00	National	47.9%
	Montana Wildlife Federation	\$ 21,560.00	\$ 19,569.00	\$ -	\$ 1,991.00	National	9.2%
	TOTAL	\$ 107,030.00	\$ 57,841.00	\$ 1,123.58	\$ 48,065.42		
	AVERAGE	\$ 35,676.67	\$ 19,280.33	\$ 374.53	\$ 16,021.81		
Lester Telemarketing	Consumers Union of United States, Inc.	\$ 716,194.00	\$ 279,771.42	\$ -	\$ 436,422.58	National	60.9%
	TOTAL	\$ 716,194.00	\$ 279,771.42	\$ -	\$ 436,422.58		60.9%
	AVERAGE	\$ 716,194.00	\$ 279,771.42	\$ -	\$ 436,422.58		
MDS Commun. Corp.	Christian Freedom International, Inc.	\$ 200.00	\$ 455.00	\$ 2,240.00	\$ (2,495.00)	National	-1247.5%
	Concerned Women for America	\$ 359,754.00	\$ 279,273.00	\$ 46,220.00	\$ 34,261.00	National	9.5%
	Food for the Hungry, Inc.	\$ 358,576.00	\$ 113,098.00	\$ 1,828.00	\$ 243,650.00	National	67.9%
	Hot International Children's Services	\$ 17,992.00	\$ 4,510.00	\$ -	\$ 13,482.00	National	74.9%
	Kentucky Christian College, Inc.	\$ 42,558.00	\$ 17,188.00	\$ -	\$ 25,370.00	National	59.6%
	Life Issues Institute	\$ 119,282.00	\$ 59,988.00	\$ 3,062.00	\$ 56,232.00	National	47.1%
	Life Outreach International	\$ 626,656.00	\$ 208,412.00	\$ -	\$ 418,244.00	National	66.7%
	Luis Palau Evangelistic Assn.	\$ 10,982.00	\$ 8,870.00	\$ -	\$ 2,112.00	National	19.2%

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	Mercy Corps International	\$ 89,291.00	\$ 33,803.00	\$ -	\$ 55,488.00	National	62.1%
	Mothers Against Drunk Driving	\$ 226,778.00	\$ 161,202.00	\$ 2,838.00	\$ 62,738.00	National	27.7%
	National Life Center, Inc.	\$ 16,476.00	\$ 10,049.00	\$ 2,394.00	\$ 4,033.00	National	24.5%
	National Right to Life Committee	\$ 2,576,620.00	\$ 1,864,782.00	\$ 143,130.00	\$ 568,708.00	National	22.1%
	Pioneer Clubs	\$ 13,559.00	\$ 12,911.00	\$ -	\$ 648.00	National	4.8%
	South Dakota Right to Life Committee	\$ 77,881.00	\$ 35,033.00	\$ 1,718.00	\$ 41,130.00	State	52.8%
	The Bible League	\$ 105,666.00	\$ 59,744.00	\$ 6,996.00	\$ 38,926.00	National	36.8%
	The Christian Coalition	\$ 1,471,716.00	\$ -	\$ 839,278.00	\$ 632,438.00	National	43.0%
	The Christian Herald Association	\$ 10,539.00	\$ -	\$ 7,042.00	\$ 3,497.00	National	33.2%
	The Christian Network, Inc.	\$ 55,930.00	\$ 26,352.00	\$ -	\$ 29,578.00	National	52.9%
	World Bible Translation Center	\$ 16,517.00	\$ 6,086.00	\$ -	\$ 10,431.00	National	63.2%
	World Impact Inc.	\$ 17,164.00	\$ 15,281.00	\$ -	\$ 1,883.00	National	11.0%
	TOTAL	\$ 6,214,137.00	\$ 2,917,037.00	\$ 1,056,746.00	\$ 2,240,354.00		36.1%
	AVERAGE	\$ 310,706.85	\$ 145,851.85	\$ 52,837.30	\$ 112,017.70		
Meyer Associates, Inc.	Defenders of Wildlife	\$ 23,083.00	\$ 27,051.50	\$ -	\$ (3,968.50)	National	-17.2%
	TOTAL	\$ 23,083.00	\$ 27,051.50	\$ -	\$ (3,968.50)		-17.2%
	AVERAGE	\$ 23,083.00	\$ 27,051.50	\$ -	\$ (3,968.50)		

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MMG Direct, Inc.	American Diabetes Association	\$ 3,798,410.75	\$ -	\$ 2,540,097.80	\$ 1,258,312.95	National	33.1%
	American Lung Assn of South Dakota	\$ 7,190.81	\$ -	5416.89	\$ 1,773.92	National	24.7%
	National Multiple Sclerosis Society	\$ 3,498,000.00	\$ -	\$ 1,544,500.00	\$ 1,953,500.00	National	55.8%
	The Nat'l Children's Cancer Society	\$ 759,346.79	\$ -	\$ 613,516.01	\$ 145,830.78	National	19.2%
	TOTAL	\$ 8,062,948.35	\$ -	\$ 4,698,113.81	\$ 3,359,417.65		
	AVERAGE	\$ 2,015,737.09	\$ -	\$ 1,566,037.94	\$ 839,854.41		
New Boston Communications	World Wildlife Fund, Inc.	Solicitor Failed to Submit a Report					
Personal Group, Inc.	Fraternal Order of Police	\$ 32,593.50	\$ 7,945.03	\$ -	\$ 24,648.47	National	75.6%
	TOTAL	\$ 32,593.50	\$ 7,945.03	\$ -	\$ 24,648.47		75.6%
	AVERAGE	\$ 32,593.50	\$ 7,945.03	\$ -	\$ 24,648.47		
Public Interest Communications	American Rivers	\$ 39,546.00	\$ 18,420.95	\$ 2,207.11	\$ 18,917.94	National	47.8%
	Children's Defense Fund Action	\$ 50,727.00	\$ 28,406.25	\$ 2,862.40	\$ 19,458.35	National	38.4%
	Christian Appalachian Proj.	\$ 1,276,362.00	\$ 107,565.25	\$ 14,201.12	\$ 1,154,595.63	National	90%
	Common Cause	\$ 509,714.00	\$ 303,247.75	\$ 49,487.87	\$ 156,978.38	National	31%
	Defenders of Wildlife	\$ 707,062.00	\$ 471,543.00	\$ -	\$ 235,519.00	National	33%

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	Doctors Without Borders, USA Inc.	\$ 64,592.75	\$ 24,047.25	\$ 3,358.86	\$ 37,186.64	National	58%
	Doris Day Animal League	\$ 86,179.00	\$ 21,562.50	\$ 10,013.33	\$ 54,603.17	National	63%
	Earth Justice Legal Defense Fund	\$ 234,378.00	\$ 152,395.50	3,877.07	\$ 78,105.43	National	33%
	Handgun Control, Inc.	\$ 1,298,935.00	\$ 601,515.55	38,459.19	\$ 658,960.26	National	51%
	Nat'l Abortion & Repro Rights Action	\$ 83,589.00	\$ 34,079.00	-	\$ 49,510.00	National	59%
	National Audubon Society	\$ 413,291.00	\$ 204,355.30	26,755.80	\$ 182,179.90	National	44%
	Nature Conservancy	\$ 339,256.00	\$ 224,969.50	46,674.15	\$ 67,612.35	National	20%
	National Wildlife Federation	\$ 228,222.00	\$ 129,272.55	10,154.62	\$ 88,794.83	National	39%
	Rails to Trails Conservancy	\$ 66,365.00	\$ 46,158.75	7,066.89	\$ 13,139.36	National	20%
	The National Trust for Historic Preserv	\$ 22,254.00	\$ 22,372.35	2,141.99	\$ (2,260.34)	National	-10%
	The US Committee for Unicef	\$ 655,703.00	\$ 352,898.75	59,264.23	\$ 243,540.02	National	37%
	Vietnam Veteran of America Found.	\$ 133,936.00	\$ 53,869.50	16,353.14	\$ 63,713.36	National	48%
	World Wildlife Fund	\$ 1,353,341.21	\$ 718,344.00	62,768.32	\$ 572,228.89	National	42.3%
	TOTAL	\$ 7,563,452.96	\$ 3,515,023.70	\$ 355,646.09	\$ 3,692,783.17		48.8%
	AVERAGE	\$ 420,191.83	\$ 195,279.09	\$ 19,758.12	\$ 205,154.62		
Quality Telemarketing	South Dakota March of Dimes	\$ 12,621.00	\$ -	\$ 5,723.68	\$ 6,897.32	State	54.6%
	TOTAL	\$ 12,621.00	\$ -	\$ 5,723.68	\$ 6,897.32		54.6%
	AVERAGE	\$ 12,621.00	\$ -	\$ 5,723.68	\$ 6,897.32		

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Regency Communications	Alliance Defense Fund	\$ 26,029.00	\$ 17,873.92	\$ 1,163.43	\$ 6,991.65	National	26.9%
	Concerned Women for America	\$ 714,596.41	\$ 217,509.00	\$ -	\$ 497,087.41	National	69.6%
	Concerned Women for America	\$ 1,159,319.00	\$ 913,875.40	\$ 24,376.08	\$ 221,067.52	National	19.1%
	The Liberty Alliance	\$ 164,582.89	\$ 144,621.85	\$ 12,789.83	\$ 7,171.21	National	4.4%
	Life Outreach International	\$ 37,717.95	\$ -	\$ 33,955.57	\$ 3,762.38	National	10.0%
	Nora Lam Chinese Ministries	\$ 202,501.31	\$ 186,735.35	\$ 10,213.20	\$ 5,552.76	National	2.7%
	The Rutherford Institute	\$ 925.00	\$ 750.00	\$ -	\$ 175.00	National	18.9%
	TOTAL	\$ 2,305,671.56	\$ 1,481,365.52	\$ 82,498.11	\$ 741,807.93		
	AVERAGE	\$ 329,381.65	\$ 211,623.65	\$ 11,785.44	\$ 105,972.56		
Reese Brothers, Inc.	Children's Wish Foundation Internatl	\$ 29,646.00	\$ -	\$ 18,377.00	\$ 11,269.00	State	38%
	Children's Wish Foundation Internatl	\$ 35,482.00	\$ -	\$ 73,552.00	\$ (38,070.00)	State	-107%
	Just Say No Interntl Youth Power	\$ 3,097.00	\$ -	\$ 2,186.00	\$ 911.00	State	29%
	KidsPeace	\$ 1,834.00	\$ 1,688.00	\$ -	\$ 146.00	State	8%
	Miracle Flights for Kids	\$ 11,838.00	\$ -	\$ 10,243.00	\$ 1,595.00	State	13%
	Multiple Sclerosis Assn of America	\$ 23,215.00	\$ -	\$ 19,825.00	\$ 3,390.00	State	15%
	National Caregiving Foundation	\$ 11,377.00	\$ -	\$ 9,134.00	\$ 2,243.00	State	20%
	Nat'l Coalition for Homeless Veterans	\$ 572.00	\$ -	\$ 325.00	\$ 247.00	State	43%
	Students Against Driving Drunk	\$ 10,375.00	\$ -	\$ 5,365.00	\$ 5,010.00	State	48.3%
	Students Against Driving Drunk	\$ 14,517.00	\$ -	\$ 20,869.00	\$ -	State	0.0%

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	Vanished Children's Alliance	\$ 4,873.00	\$ 2,807.00	\$ -	\$ 2,066.00	State	42.4%
	TOTAL	\$ 146,826.00	\$ 4,495.00	\$ 159,876.00	\$ (11,193.00)		-7.6%
	AVERAGE	\$ 13,347.82	\$ 408.64	\$ 14,534.18	\$ (1,017.55)		
Robinson and Muenster Assoc.	Lutherans Outdoors in South Dakota	\$ 37,512.00	\$ 7,159.00	\$ 3,741.00	\$ 26,612.00	State	70.9%
	South Dakota Special Olympics	\$ 88,770.33	\$ 53,118.74	\$ -	\$ 35,651.59	State	40.2%
	TOTAL	\$ 126,282.33	\$ 60,277.74	\$ 3,741.00	\$ 62,263.59		49.3%
	AVERAGE	\$ 63,141.17	\$ 30,138.87	\$ 1,870.50	\$ 31,131.80		
Ruffalo Cody	PKR Foundation	\$ 400,933.89	\$ -	\$ 51,388.49	\$ 349,595.40	National	87.2%
	TOTAL	\$ 400,933.89	\$ -	\$ 51,388.49	\$ 349,595.40		87.2%
	AVERAGE	\$ 400,933.89	\$ -	\$ 51,388.49	\$ 349,595.40		
Share Group, Inc.	AFS-USA, Inc.	\$ 178,501.65	\$ -	\$ 70,345.05	\$ 108,156.60	National	61%
	American Farmland Trust	\$ 102,458.64	\$ -	\$ 20,876.00	\$ 81,582.64	National	80%
	American Foundatn for Aids Research	\$ 121,721.00	\$ -	\$ 87,968.55	\$ 33,752.45	National	28%

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	American Friends Service Committee	\$ 35,159.00	\$ 19,644.00	\$ -	\$ 15,515.00	National	44%
	American Kidney Fund	\$ 11,714.00	\$ 10,964.50	\$ -	\$ 749.50	National	6%
	Center for Marine Conservation	\$ 35,242.00	\$ -	\$ 31,862.00	\$ 3,380.00	National	10%
	Defenders of Wildlife	\$ 207,621.00	\$ 101,568.00	\$ -	\$ 106,053.00	National	51%
	Environmental Defense Fund	\$ 601,651.00	\$ -	\$ 304,241.00	\$ 297,410.00	National	49%
	GreenPeace, USA	\$ 1,501,761.00	\$ -	\$ 802,181.00	\$ 699,580.00	National	47%
	Natl Abortion & Repro Rights Action	\$ 347,469.00	\$ -	\$ 318,018.00	\$ 29,451.00	National	8%
	National Org for Women	\$ 508,397.00	\$ -	\$ 231,296.00	\$ 277,101.00	National	55%
	Nat'l Trust for Historic Preserv US	\$ 479,557.00	\$ -	\$ 288,578.62	\$ 190,978.38	National	40%
	Oxfam America	\$ 254,619.00	\$ -	\$ 105,244.00	\$ 149,375.00	National	59%
	Sierra Club	\$ 721,794.09	\$ -	\$ 204,466.60	\$ 517,327.49	National	72%
	US Committee for UNICEF	\$ 194,677.00	\$ -	\$ 129,460.38	\$ 65,216.62	National	33%
	The Wilderness Society	\$ 518,751.00	\$ -	\$ 511,547.08	\$ 7,203.92	National	1%
	TOTAL	\$ 5,821,093.38	\$ 132,176.50	\$ 3,106,084.28	\$ 2,582,832.60		44.4%
	AVERAGE	\$ 363,818.34	\$ 8,261.03	\$ 194,130.27	\$ 161,427.04		
The Smith Company	The American Civil Liberties Union	\$ 74,687.25	\$ 38,160.20	\$ -	\$ 36,527.05	National	49%
	Common Cause	\$ 13,134.00	\$ 13,272.25	\$ -	\$ (138.25)	National	-1%
	Defenders of Wildlife	\$ 25,513.00	\$ 19,680.00	\$ -	\$ 5,833.00	National	23%
	National Park Trust, Inc.	\$ 3,742.00	\$ 3,708.16	\$ -	\$ 33.84	National	1%

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PAID SOLICITOR	CHARITABLE ORGANIZATION	TOTAL REVENUE COLLECTED	FEES, SALARIES AND COMMISSIONS	OTHER EXPENSES	AMOUNT TO CHARITY	NATIONAL OR STATE AMOUNTS	% OF TOTAL REVENUE TO CHARITY
	National Trust for Historic Preservatn	\$ 38,746.50	\$ 69,458.20	\$ -	\$ (30,711.70)	National	-79%
	Planned Parenthd Federation America	\$ 229,561.65	\$ 117,547.20	\$ -	\$ 112,014.45	National	49%
	Planned Parenthood Fed Amer Act Fun	\$ 21,536.70	\$ 30,640.35	\$ -	\$ (9,103.65)	National	-42%
	TOTAL	\$ 406,921.10	\$ 292,466.36	\$ -	\$ 114,454.74		28.1%
	AVERAGE	\$ 58,131.59	\$ 41,780.91	\$ -	\$ 16,350.68		
Stephen Dunn & Associates, Inc.	Sierra Club	\$ 815,809.00	\$ -	\$ 637,303.00	\$ 178,506.00	National	21.9%
	TOTAL	\$ 815,809.00	\$ -	\$ 637,303.00	\$ 178,506.00		
	AVERAGE	\$ 815,809.00	\$ -	\$ 637,303.00	\$ 178,506.00		
Telefund, Inc.	Foundation for National Progress	\$ 181,696.00	\$ 78,213.00	\$ 24,381.00	\$ 79,102.00	National	43.5%
	TOTAL	\$ 181,696.00	\$ 78,213.00	\$ 24,381.00	\$ 79,102.00		
	AVERAGE	\$ 181,696.00	\$ 78,213.00	\$ 24,381.00	\$ 79,102.00		
Telesystems Marketing, Inc.	Children's Hosptial Medical Center Fdn	\$ 452.00	\$ 164.53	\$ 157.87	\$ 129.60	State	29%
	Heart Support of America, Inc.	\$ 210.00	\$ 87.36	\$ 80.64	\$ 42.00	State	20%
	National Children's Cancer Society, Inc.	\$ 6,480.00	\$ 2,358.72	\$ 2,177.28	\$ 1,944.00	State	30%

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PAID SOLICITOR	CHARITABLE ORGANIZATION	TOTAL REVENUE COLLECTED	FEES, SALARIES AND COMMISSIONS	OTHER EXPENSES	AMOUNT TO CHARITY	NATIONAL OR STATE AMOUNTS	% OF TOTAL REVENUE TO CHARITY
	TOTAL	\$ 7,142.00	\$ 2,610.61	\$ 2,415.79	\$ 2,115.60		29.6%
	AVERAGE	\$ 2,380.67	\$ 870.20	\$ 805.26	\$ 705.20		
Touring Talent dba Comm Enter	Aberdeen Lions Club	\$ 29,737.00	\$ 14,670.25	\$ 11,570.25	\$ 3,496.50	State	12%
	Aberdeen Rural Fire Fighters	\$ 29,967.00	\$ 14,599.00	\$ 11,368.00	\$ 4,000.00	State	13%
	Adjustment Training Center Foundation	\$ 25,953.00	\$ 12,977.00	\$ 10,381.00	\$ 2,595.00	State	10%
	East Side Kiwanis Club	\$ 26,772.00	\$ 13,386.00	\$ 10,387.00	\$ 2,999.00	State	11%
	Kiwanis of West Rapid	\$ 35,745.00	\$ 17,800.00	\$ 14,371.00	\$ 3,574.00	State	10%
	Knights of Columbus	\$ 26,844.00	\$ 13,422.00	\$ 9,922.00	\$ 3,500.00	State	13%
	Rapid City Downtown Lions	\$ 35,780.00	\$ 17,772.00	\$ 14,430.00	\$ 3,578.00	State	10.0%
	Rapid City Metro Jaycees	\$ 51,284.50	\$ 25,642.22	\$ 20,514.93	\$ 5,127.35	State	10.0%
	Rapid Pennington Co Dive Rescue Team	\$ 53,554.00	\$ 26,777.00	\$ 18,777.00	\$ 8,000.00	State	14.9%
	South Dakota Special Olympics	\$ 29,880.00	\$ 14,932.00	\$ 11,448.00	\$ 3,500.00	State	11.7%
	TOTAL	\$ 345,516.50	\$ 171,977.47	\$ 133,169.18	\$ 40,369.85		11.7%
	AVERAGE	\$ 34,551.65	\$ 17,197.75	\$ 13,316.92	\$ 4,036.99		
TransAmerica Marketing Serv.	Christian Children's Fund	\$ 7,223,694.00	\$ -	\$ 172,149.00	\$ 7,051,545.00	National	98%

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PAID SOLICITOR	CHARITABLE ORGANIZATION	TOTAL REVENUE COLLECTED	FEES, SALARIES AND COMMISSIONS	OTHER EXPENSES	AMOUNT TO CHARITY	NATIONAL OR STATE AMOUNTS	% OF TOTAL REVENUE TO CHARITY
	Cooperative for Assistance & Relief	\$ 135,299.00	\$ -	\$ 46,027.00	\$ 89,272.00	National	66%
	National Humane Education Society	\$ 11,107.00	\$ -	\$ 6,675.00	\$ 4,432.00	National	40%
	United Service Organizations, Inc.	Solicitor Failed to Submit a Report					
	TOTAL	\$ 7,370,100.00	\$ -	\$ 224,851.00	\$ 7,145,249.00		96.9%
	AVERAGE	\$ 2,456,700.00	\$ -	\$ 74,950.33	\$ 2,381,749.67		
Veterans Publishing, Inc.	North Central Paralyzed Veterans	\$ 293,478.99	\$ 162,426.80	\$ 93,695.76	\$ 37,356.43	State	12.7%
	TOTAL	\$ 293,478.99	\$ 162,426.80	\$ 93,695.76	\$ 37,356.43		12.7%
	AVERAGE	\$ 293,478.99	\$ 162,426.80	\$ 93,695.76	\$ 37,356.43		
	STATE TOTALS	\$ 1,554,216.46	\$ 467,399.97	\$ 730,829.07	\$ 362,339.42	State	23.3%
	STATE CAMPAIGN AVERAGES	\$ 29,324.84	\$ 8,818.87	\$ 13,789.23	\$ 6,836.59		
	NATIONAL TOTALS	\$ 53,297,572.90	\$ 13,916,302.62	\$ 14,899,990.80	\$ 24,483,998.69	National	46%
	NATIONAL AVERAGES	\$ 466,860.92	\$ 123,172.10	\$ 124,608.51	\$ 221,378.47		